JOPLIN
SPORTS AUTHORITY

Minutes of the open session of the Joplin Sports Authority Board of Directors held at 2:30 p.m. at Joplin City Hall Fifth Floor City Council Informal Room, 602 South Main, Joplin, Missouri on April 13, 2016.

CALL TO ORDER
President Dean Dankelson called the meeting to order at 2:33 p.m.
Present: Dean Dankelson, Jennifer Lallemand, Phil Metz, Jim Frazier, Miranda Lewis, Gray Nodler, Shawn Klosterman, Jeff Starkweather, Patrick Tuttle, Heather Arnold, Travis Spencer, Wendi Douglas, Mark Turpen.
Absent: Jared Bruggeman, Scott Garrie, Miranda Comer, Cathy Welsh.
Staff & Guests: Steve Taylor, Brittnie Harter, Mike Doty, Christopher Beyer and Bridgett Carlton.

JSA Board Chairman Dean Dankelson said two letters of resignation were submitted by Phil Stinnett and Jim West, both of whom were recently elected to Joplin City Council. A motion was made by Jennifer Lallemand to accept the letters of resignation, seconded Gary Nodler, the motion carried by a 11-0 vote.

Agenda Items
Review of previous meeting minutes
Phil Metz made a motion to approve the March 9, 2016 board minutes as presented, seconded by Gary Nodler. Motion carried on an 11-0 vote.
Treasurers Report for March 2016 (Presented by Steve Taylor)
A motion was made by Gary Nodler to accept the March 2016 Treasurers Report, seconded by Jennifer Lallemand, motion carried on an 11-0 vote.
Outstanding Invoices (Presented by Steve Taylor)
A motion was made by Gary Nodler to pay all bills, seconded by Heather Arnold, motion carried by an 11-0 vote.

Event Discussion
National
I. MCDA Spirit Ring Spectacular, February 20-21, 2016 — Mr. Hull said the event generated 177 room nights in 2015, and 362 room nights in 2016. Presently, MCDA is looking for dates to host the event in 2017.
III. ACCA National Basketball Championship, March 2-5, 2016 — Mr. Hull said the event generated 407 rooms nights in 2016, which was up over 100 room nights from 2015.
IV. NCCAA Women's Division II National Basketball Championship, March 10-12, 2016 — Mr. Hull said this was the third and final year of a three year agreement to host the tournament, the seven teams participating generated 322 room nights were generated by the event. Mr. Hull said OCC and JSA will sit idle for the next two years on NCCAA events and then review future options.
State
I. MCSAA State Basketball and Cheerleading Championships, February 18-20, 2016 — Mr. Hull said the event featured with 36 basketball teams and six cheerleading teams nad generated only 413 room nights, down over 100 room nights for 2015.
II. NAIA Early Season Baseball, multiple weekends, 2016— Mr. Hull said the through five weekends of early season college baseball, a total of 573 room nights were generated.
III. NJCAA Region 16 Division I and II, Men's and Women's Basketball Championships, February 25-27, 2016— Mr. Hull said the event generated 257 room nights, consistent with the 269 room nights generated on 2015. This was year two of a three year agreement.
IV. Missouri Bowling Association Women's State Tournament, March-April — Mr. Hull said through two weekends of the tournament, the event had generated 478 room nights, with three more weekends left to tabulate.

V. MCSAA Spring Festival, May 5-7, 2016 — Mr. Hull said the event will feature eight baseball teams, eight girls soccer teams and 20 track and field teams, no golf in 2016. The event will utilize baseball fields, Wendell Redden Stadium and Warren Turner Field, the soccer fields at the Joplin Athletic Complex and Junge Stadium for track and field.

VI. NAIA Heart of America Baseball Championship, May 4-10, 2016 — Mr. Hull said all eight teams will be in town on Wednesday, May 4 for practice, then games four games on Thursday, Friday and Saturday, off day Sunday unless inclement weather comes into play, then two games on Monday and the if necessary game on Tuesday. Teams are to be determined at this time.

VII. NJCAA Region 16 Baseball, May 12-15, 2016 — Mr. Hull said the NJCAA Region 16 Baseball Coaches changed the tournament format for 2016, this year instead of an eight-team double-elimination tournament, it is now a four-team event with the opening rounds played the week before with the top four seeds hosting the bottom four seeds in a best of three series. The winners of those four series advance to Joplin.

Local

I. Crowder Bash, March 12-13, 2016 — Mr., Hull said the event generated 120 room nights with the eight teams staying two nights. JSA covers usage fees at the Joplin Athletic Complex, teams pay for umpires and Crowder works the gate.

II. BeeperBall Classic, March 19, 2016 — Mr. Hull said due to a lack of participation, the event was canceled for 2016.

III. USSSA Baseball/Softball, April-July — Mr. Hull said the opening weekend of the tournaments drew a full 32 teams with registrations still coming in for this weekends event. Mr. Hull said over 500 rooms have been pre-booked for events in the coming weeks. This is the fifth year working with USSSA on hosting tournaments and will include five postseason tournaments — 13-under AA State Tournament in June, 13-under AAA and 8-under Coach Pitch State Tournament in June, 13-under Global World Series in July and 18-under AA Fastpitch World Series in July. Last year, USSSA produced over 1,300 room nights in Joplin.

Old Business

Joplin CVB-DMAI NEXT Assessment — CVB Director Patrick Tuttle said the CVB Board was planning to develop a master plan with the CVB Board planning to adjust its meetings to where the first half of the meeting was a regular CVB Board meeting and the second half would be dedicated toward the development of the plan.

JSA Board Reorganization — Dean Dankelson said the resignation of vice-chair Phil Stinnett, it left an opening on the JSA Executive Board, which Executive Board Sectary Phil Metz has volunteered to serve as vice-chair. A motion was made by Jennifer Lallemand to nominate Phil Metz as vice-chair, seconded by Gary Nodler, and the motion carried 11-0. Mr. Dankelson said if anyone is interested in serving on the JSA Executive Board, the secretary position is now open.

Joplin Area Sports Hall of Fame — Mr. Hull said as a reminder the Hall of Fame Banquet would be Friday, May 20, at 7 p.m. at Twin Hills Golf and Country Club. The 2016 induction class includes — College Heights and Missouri Southern standout basketball player Katie Gariss-Marsh, former Joplin High School and American Legion baseball coach Joe Ketchum, former Missouri Southern and Denver Broncos wide receiver Rod Smith and the 1966, 1973, 1975 and 1976 Joplin BB National Championship Teams.

The golf tournament will Saturday, 8 a.m. at Schifferdecker.

New Business

NASC Sports Symposium — Mr. Hull provided a follow up report to his recent trip to Grand Rapids, Michigan and the National Association of Sports Commissions 2016 Sports Symposium. JSA had 23 appointments, 11 one-on-one sessions and 12 group appointments with sports organizations with events looking for homes. Show-Me Missouri Sports attended NASC as a group in 2016, and will do the same in August at the ConnectSports tradeshow.

Other Business

Next board meeting will be held at the Homewood Suites by Hilton, 2642 East 32nd Street, Joplin, Missouri, 64804 on May 11, 2016 at 2:30 pm.

Adjournment
A motion to adjourn was made by Gary Nodler, seconded by Phil Metz, motion carried on an 11-0 vote.
Meeting adjourned at 3:27 p.m.

Craig Hull
Director

Dean Dankleson
Board President

Joplin Sports Authority, Inc.
Profit & Loss
April 2016

		Apr 16
Ordinary Income/Expense		
Income		
Lodging Tax Allocation		34,452.67
Sponsor Donations		9,050.00
Total Income		43,502.67
Expense		
Event Expenses		
Event Labor and Supplies	1,607.12	
Facility Lease/Rental	15,404.09	
Food & Beverage	696.35	
Officiating	80.00	
Total Event Expenses		17,787.56
Misc Expense		67.48
Operations		
Health Insurance	2,245.62	
Other Recognition Services	392.51	
Postage, Mailing Service	29.40	
Printing and Copying	146.43	
Repairs & Maintenance	867.97	
Storage Rent	75.00	
Telephone		
Cell Phone Stipend	120.00	
Total Telephone	120.00	
Travel and Entertainment		
Mileage	277.34	
Total Travel and Entertainment	277.34	
Utilities	1,119.47	
Total Operations		5,273.74
Payroll Expenses		
401K	392.53	
Administration Fees/Payroll	968.89	
Full-Time	9,269.40	
Part-Time	4,089.50	
Payroll Taxes	1,021.15	
Total Payroll Expenses		15,741.47

Joplin Sports Authority, Inc.
Profit & Loss
April 2016

	Apr 16
Supplies	233.69
Total Expense	39,103.94
Net Ordinary Income	4,398.73
Net Income	**4,398.73**

Joplin Sports Authority, Inc.
Profit & Loss
November 2015 through April 2016

	Nov '15 - Apr 16	
Ordinary Income/Expense		
Income		
Event Income		
Entry Fees	7,890.00	
Merchandising Commissions	1,390.00	
Program Sales	554.00	
Ticket Income	6,280.32	
Total Event Income		16,114.32
Lodging Tax Allocation		183,809.77
Reimb. for Expenses		8,093.14
Sponsor Donations		16,200.00
Total Income		224,217.23
Expense		
Bank Service Charges		138.27
Convention & Tradeshows		4,858.71
Event Expenses		
Event Labor and Supplies	9,834.55	
Facility Lease/Rental	61,527.45	
Food & Beverage	4,650.55	
JSA Sponsorships	5,050.00	
Officiating	14,284.00	
Printing	1,969.75	
Travel	87.39	
Total Event Expenses		97,403.69
Misc Expense		67.48
Operations		
Accounting Fees	6,125.00	
Dues & Memberships	2,355.00	
Health Insurance	6,736.86	
Insurance - Liability, D and O		
Commercial Insurance	600.00	
Liability, D and O	8,497.00	
Total Insurance - Liability, D and O	9,097.00	
Local Sales Meeting	250.94	
Office Supplies	223.34	
Other Recognition Services	1,030.55	
Postage, Mailing Service	122.16	
Printing and Copying	1,000.28	
Repairs & Maintenance	937.97	
Storage Rent	450.00	

Joplin Sports Authority, Inc.
Profit & Loss
November 2015 through April 2016

	Nov '15 - Apr 16	
Telephone		
Cell Phone Stipend	330.00	
Total Telephone		330.00
Travel and Entertainment		
Mileage	1,481.29	
Travel	1,775.00	
Total Travel and Entertainment		3,256.29
Utilities		5,702.53
Total Operations		37,617.92
Payroll Expenses		
401K	2,090.32	
Administration Fees/Payroll	3,854.56	
Full-Time	41,674.08	
Part-Time	18,089.00	
Payroll Taxes	4,212.44	
Total Payroll Expenses		69,920.40
Supplies		1,130.22
Total Expense		211,136.69
Net Ordinary Income		13,080.54
Net Income		**13,080.54**

Joplin Sports Authority, Inc.
Balance Sheet
As of April 30, 2016

	Apr 30, 16
ASSETS	
Current Assets	
Checking/Savings	
Checking - US Bank	42,300.85
Credit Card Account	5,535.56
SMB Checking	38,683.20
Total Checking/Savings	86,519.61
Accounts Receivable	
Accounts Receivable	10,900.00
Total Accounts Receivable	10,900.00
Other Current Assets	
Petty Cash	150.00
Prepaid Insurance	1,205.67
Total Other Current Assets	1,355.67
Total Current Assets	98,775.28
Fixed Assets	
Accumulated Depreciation	-11,522.18
Furniture and Equipment	22,265.21
Total Fixed Assets	10,743.03
TOTAL ASSETS	**109,518.31**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-1,821.90
Total Accounts Payable	-1,821.90
Other Current Liabilities	
Accrued Sick Leave	5,054.55
Accrued Vacation	6,656.71
GENERAL CLEARING ACCOUNT	-4,908.91
Payroll Liabilities	
401K Match	7.57
Payroll Liabilities - Other	2,662.36
Total Payroll Liabilities	2,669.93
Total Other Current Liabilities	9,472.28
Total Current Liabilities	7,650.38
Total Liabilities	7,650.38

Joplin Sports Authority, Inc.
Balance Sheet
As of April 30, 2016

	Apr 30, 16
Equity	
Opening Balance Equity	981.00
Unrestricted Net Assets	87,806.39
Net Income	13,080.54
Total Equity	101,867.93
TOTAL LIABILITIES & EQUITY	**109,518.31**